

Message Text

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ORIGIN EA-12

INFO OCT-01 ISO-00 SIG-03 EB-08 COME-00 /024 R

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-----104042 250917Z /21

R 242119Z AUG 78
FM SECSTATE WASHDC
TO AMCONSUL HONG KONG
AMEMBASSY JAKARTA
AMEMBASSY KUALA LUMPUR
AMEMBASSY MANILA
AMEMBASSY SINGAPORE
AMEMBASSY TOKYO

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E.O. 11652: N/A

TAGS: EINV, BTRA

SUBJECT:INVESTMENT BANKER MISSION

SUMMARY: A GROUP OF 8-10 "BLUE CHIP" INVESTMENT BANKERS
WILL VISIT ADDRESSEE POSTS IN LATE OCTOBER-EARLY NOVEMBER
ON SURVEY MISSION. THIS VISIT UNFORTUNATELY ROUGHLY
COINCIDES WITH OPIC/EXIM MISSIONS TO ASEAN COUNTRIES.
DEPARTMENT, NEVERTHELESS, REQUESTS POSTS TO EXTEND
APPROPRIATE ASSISTANCE TO EXTENT POSSIBLE. END SUMMARY.

1. PAUL B. FAY, JR., PRESIDENT, THE FAY IMPROVEMENT CO.,
WHICH HANDLES FINANCIAL CONSULTING AND BUSINESS VENTURES,
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NOTIFIE THE DEPARTMENT OF HIS INTENTION TO LEAD A GROUP
OF 8-10 TOP INVESTMENT BANKERS AND BUSINESS LEADERS ON A
TOUR OF ADDRESSEE POSTS FROM OCTOBER 28-NOVEMBER 10. FAY
WAS UNDERSECRETARY OF THE NAVY DURING THE KENNEDY
ADMINISTRATION AND HAS BEEN A PROMINENT WEST COAST
INVESTMENT BANKER FOR SOMETIME.

2. THE MISSION WILL CONSIST OF BLUE CHIP "INVESTMENT MANAGERS" WITH COMBINED ASSETS APPROACHING 50 BILLION DOLLARS. THE GROUP WILL INCLUDE TOP MANAGERS IN T.R. PRICE, DELAWARE CAPITAL MANAGERS, MANUFACTURERS HANOVER TRUST, KEMPER INSURANCE.

THE PURPOSE OF THE TRIP IS TO EXPOSE THE MISSION TO THE REGION, PARTICULARLY FINANCIAL AND ECONOMIC CONDITIONS. SUCH A KNOWLEDGE WILL BE USEFUL IN THEIR CONSIDERATION OF INVESTMENT AND OTHER BUSINESS OPPORTUNITIES IN THE REGION.

3. THE MISSION UNFORTUNATELY COMES AT APPROXIMATELY THE SAME TIME AS THE OPIC AND EXIM VISITS TO ASEAN COUNTRIES. IN FACT, IT OVERLAPS WITH THE EXIM VISIT IN JAKARTA AND WITH THE OPIC MISSION IN SINGAPORE. WE INFORMED FAY THAT ASEAN EMBASSIES WILL BE OCCUPIED WITH THE OTHER BUSINESS MISSIONS AND THAT HIS GROUP MIGHT RECEIVE BETTER SUPPORT IF HE COULD CHANGE HIS SCHEDULE. UNFORTUNATELY, FAY CANNOT CHANGE BECAUSE HE HAS A NUMBER OF TOP EXECUTIVES FIRMLY COMMITTED TO SPECIFIC DATES. FAY PLANS TO MAKE AN ADVANCE TRIP TO ALL ADDRESSEE POSTS TO ARRANGE APPOINTMENTS FOR THE MISSION AND THEN TO RETURN TO THE US TO LEAD THE MISSION. FAY WILL BE ACCOMPANIED WITH HIS WIFE FOR THE ADVANCE TRIP, BUT THE BUSINESSMEN WILL BE TRAVELLING WITHOUT THEIR SPOUSES DURING THE MISSION.

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4. FAY WOULD LIKE TO MEET WITH EMBOFFS DURING THE ADVANCE TRIP TO RECEIVE ASSISTANCE AND ADVICE IN SETTING UP SCHEDULE AND APPOINTMENTS. HE WOULD LIKE FOR EMBASSIES TO BRIEF THE MISSION AND HELP WITH APPOINTMENTS WITH APPROPRIATE TOP OFFICIALS IN HOST GOVERNMENTS. FAY HAS ALSO INFORMED APPROPRIATE WASHINGTON EMBASSIES OF THIS BUSINESS MISSION. WE HAVE GIVEN TO FAY THE NAMES OF THE E/C COUNSELOR IN EACH POST AND HE PLANS ON CALLING THEM AFTER HE ARRIVES.

5. THE FOLLOWING IS THE FAY'S SCHEDULE FOR HIS ADVANCE TRIP:

OCTOBER 11, DEPART SAN FRANCISCO ON PAN AM 5, 4:00 PM;

OCTOBER 12, ARRIVE HONG KONG - HYATT HOTEL; 8:55 PM;

OCTOBER 16, DEPART HONG KONG ON SINGAPORE AIRLINES 645, 11:20 AM; ARRIVE KUALA LUMPUR - HILTON HOTEL; 2:20 PM;

OCTOBER 18, DEPART KUALA LUMPUR ON MALAYSIAN 605; 10:00 AM; ARRIVE SINGAPORE - RAFFLES HOTEL, 10:45 AM;

OCTOBER 20, DEPART SINGAPORE ON GARUDA INDONESIAN AIRWAYS
987, 4:00 PM; ARRIVE JAKARTA - HYATT HOTEL, 5:00 PM;

OCTOBER 23, DEPART JAKARTA ON SINGAPORE AIRLINES 209,
8:45 AM; ARRIVE SINGAPORE, 10:45 AM; DEPART SINGAPORE ON
PHILIPPINE AIRLINES 502, 12:25 PM; ARRIVE MANILA - MANILA

HOTEL, 4:05 PM;

OCTOBER 25, DEPART MANILA ON PHILIPPINE AIRLINES 422,
8:00 AM; ARRIVE TOKYO - OKURA HOTEL, 12:45 PM;

OCTOBER 28, DEPART TOKYO ON JAPAN AIR LINES 731, 9:25 AM;
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ARRIVE HONG KONG, 12:30 PM.

6. THE MISSION'S SCHEDULE WILL BE:

OCTOBER 27, DEPART SAN FRANCISCO ON PAN AM 5, 4:00 PM;

OCTOBER 28, ARRIVE HONG KONG - HYATT HOTEL, 8:55 PM;

OCTOBER 29, DAY OF REST

OCTOBER 30 AND 31, MEET WITH US, HOST COUNTRY OFFICIALS
AND MAJOR COMPANY REPRESENTATIVES;

NOVEMBER 1, DEPART HONG KONG ON SINGAPORE AIRLINES 645,
11:20 AM; ARRIVE KUALA LUMPUR -- HILTON HOTEL, 2:20 PM;

NOVEMBER 1 AND 2, MEET WITH US, HOST COUNTRY OFFICIALS AND
MAJOR COMPANY REPRESENTATIVES; TOUR COUNTRY DEVELOPMENTS;

NOVEMBER 3, DEPART KUALA LUMPUR ON MALAYSIAN AIRLINES
605, 10:00 AM; ARRIVE SINGAPORE - RAFFLES HOTEL, 10:45 AM;
MEET WITH US AND HOST COUNTRY OFFICIALS;

NOVEMBER 4, TOUR COUNTRY DEVELOPMENTS

NOVEMBER 5, DAY OF REST; DEPART SINGAPORE ON GARUDA
AIRLINES 987, 4:00 PM; ARRIVE JAKARTA - HYATT HOTEL,
5:00 PM;

NOVEMBER 6 AND 7, MEET WITH US, HOST COUNTRY OFFICIALS
AND MAJOR COMPANY REPRESENTATIVES; TOUR SPECIFIC
DEVELOPMENTS;

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NOVEMBER 8, DEPART JAKARTA ON SINGAPORE AIRLINES 209,
8:45 AM; ARRIVE SINGAPORE, 10:45 AM; DEPART SINGAPORE
ON PHILIPPINE AIRLINES 502, 12:25 PM; ARRIVE MANILA -
MANILA HOTEL, 4:15 PM;

NOVEMBER 9, MEET US, HOST COUNTRY OFFICIALS AND MAJOR
COMPANY REPRESENTATIVES;

NOVEMBER 10, DEPART MANILA ON PHILIPPINE AIRLINES 422,
8:00 AM; ARRIVE TOKYO - OKURA HOTEL, 12:45 PM;

NOVEMBER 10-11, MEET WITH US, HOST COUNTRY OFFICIALS AND
MAJOR COMPANY EXECUTIVES;

NOVEMBER 12, DAY OF REST; DEPART TOKYO ON PAN AM 12,
3:15 PM; ARRIVE SAN FRANCISCO, 8:25 PM.

7. FAY WILL GIVE US THE COMPLETE LIST OF THE MISSION
MEMBERS SHORTLY AND WE SHALL SEND IT ON TO POSTS. WE
APPRECIATE SCHEDULING CONFLICTS AND WORKLOAD THIS
MISSION CREATES AT THIS PEAK PERIOD. NEVERTHELESS, WE
ASK POSTS TO RENDER ALL APPROPRIATE ASSISTANCE TO THIS
TOP LEVEL GROUP WHICH OFFERS SIGNIFICANT INVESTMENT
OPPORTUNITIES.

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Message Attributes

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Draft Date: 24 aug 1978
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Disposition Approved on Date:
Disposition Case Number: n/a
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Litigation History:
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Review Exemptions: n/a
Review Media Identifier:
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Review Release Event: n/a
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Status: NATIVE
Subject: INVESTMENT BANKER MISSION SUMMARY: A GROUP OF 8-10 "BLUE CHIP" INVESTMENT BANKERS WILL VISIT ADDRESSEE
POSTS IN LATE OCTOBER-EARLY N
TAGS: EINV, BTRA, HK, US
To: HONG KONG JAKARTA MULTIPLE
Type: TE
vdkgvkey: odbc://SAS/SAS.dbo.SAS_Docs/2b4d105c-c288-dd11-92da-001cc4696bcc
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